



# Annual General Meeting Business Update

William M. Tatham, CEO

May 8, 2014

# Disclaimer

Certain statements in this presentation, including statements about the financial conditions, and results of operations and earnings, may contain words such as "could", "expects", "may", "should", "will", "anticipates", "believes", "intends", "estimates", "targets", "plans", "envisions", "seeks" and other similar language and are considered forward-looking statements or information under applicable securities laws. These statements are based on the Company's current expectations, estimates, forecasts and projections about the operating environment, economies and markets in which the Company operates. These statements are subject to important assumptions, risks and uncertainties that are difficult to predict, and the actual outcome may be materially different. The Company's assumptions, although considered reasonable by the Company at the date of this presentation, may provide to be inaccurate and consequently the Company's actual results could differ materially from the expectations set out herein.

Actual results or events could differ materially from those contemplated in forward-looking statements as a result of the following: (i) the future performance, financial and otherwise, of NexJ; (ii) the ability of NexJ to protect, maintain and enforce its intellectual property rights; (iii) the acceptance by the Company's customers and the marketplace of new technologies and solutions; (iv) the Company's growth and profitability prospects; (v) the estimated size and growth prospects of the CRM market; (vi) the Company's competitive position in the CRM market and its ability to take advantage of future opportunities in this market; (vii) the Company's ability to attract new customers and develop and maintain existing customers; and (viii) the demand for the Company's product and the extent of deployment of the company's products in the CRM marketplace. Forward-looking statements may also include, without limitation, any statement relating to future events, conditions or circumstances.

The risks and uncertainties that may affect forward-looking statements include, but are not limited to: (i) our dependence on a limited number of customers and large project size; (ii) fluctuation in our quarterly operating results; (iii) our dependence on key personnel and our compensation structure; (iv) risks associated with managing large and complex software implementation projects; (v) uncertainties and assumptions in our sales forecasts, including the extent to which sales proposals are converted into sales; (vi) risks associated with our ability to design, develop, test, market, license and support our software products on a timely basis; (vii) market acceptance of our products and services; (viii) commercial success of products resulting from our investment in research and development; (ix) our success in expanding sales into new international markets; (x) risks associated with expansion into healthcare and other new industry verticals; (xi) competition in our industry; (xii) failure to protect our intellectual property or infringement of intellectual property rights of third parties; (xiii) reliance upon a limited number of third-party software products to develop our products; (xiv) defects or disruptions in our products and services; (xv) currency exchange rate fluctuations; (xvi) lengthy sales cycles for our software; (xvii) global financial market conditions; and (xviii) failure to manage our growth successfully. (xix) our ability to successfully integrate and manage acquired businesses, offerings and people.

For additional information with respect to risks and other factors which could occur, see the Company's Annual Information Form year ended December 31, 2013 dated February 22, 2014, and other securities filings with the Canadian securities regulators available on [www.sedar.com](http://www.sedar.com). Unless otherwise required by applicable securities laws, the Company disclaims any intention or obligations to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

# What We Do



## Finance & Insurance

### Enterprise CRM

- ▶ Wealth Management
- ▶ Corporate Banking
- ▶ Multiline Insurance



## Health & Wellness

### Connected Wellness for Patient Activation

- ▶ Education
- ▶ Care Plans
- ▶ Personal Health Coaching

Software to Influence Human Behavior

# 2013 Results

(in millions)

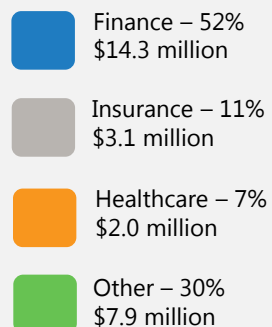
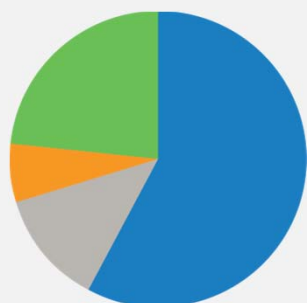
**2013**  
Year ended December 31

**2012**  
Year ended December 31

<b>Revenue</b>	\$ 27.3	\$ 26.2
<b>Operating Expenses</b>		
Professional Services	\$ 15.0	\$ 11.2
Research and Development	\$ 13.2	\$ 14.6
Sales and Marketing	\$ 8.5	\$ 8.0
General and Administrative	\$ 7.0	\$ 7.2
	\$ 43.7	\$ 41.0
<b>Adjusted EBITDA</b>	(\$ 16.4)	(\$ 14.8)

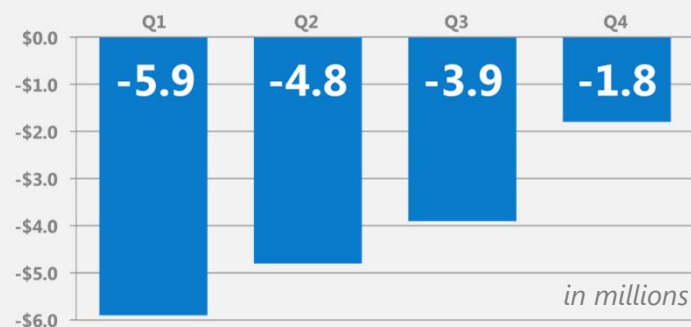
## Revenue by Industry

Year ended December 31, 2013



## Adjusted EBITDA by Quarter

Year ended December 31, 2013



# Q1 2014 Results

(in millions)

2014

Three months ended March 31

2013

Three months ended March 31

## Revenue by Segment

Enterprise Software	\$ 5.6	\$ 6.2
Healthcare	\$ 1.7	\$ 0.3
	\$ 7.3	\$ 6.5

## Operating Expenses

Professional Services	\$ 3.7	\$ 4.2
Research and Development	\$ 2.6	\$ 3.8
Sales and Marketing	\$ 1.6	\$ 2.3
General and Administrative	\$ 1.7	\$ 2.1
	\$ 9.6	\$ 12.4

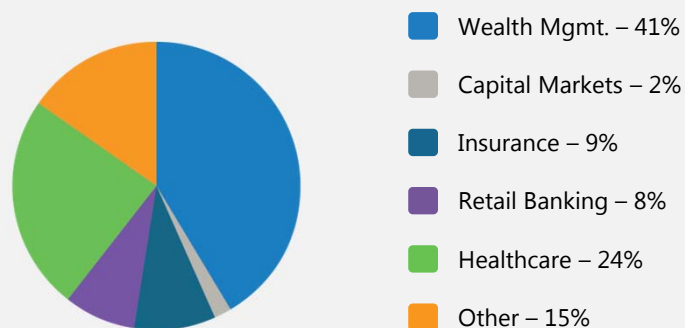
## Adjusted EBITDA

(\$ 2.3)

(\$ 5.9)

### Revenue by Industry

Quarter ended March 31, 2014



### Revenue by Geography

Three months ended March 31, 2014



# 2014 Share Buyback

- ▶ **Normal Course Issuer Bid for up to 1,000,000 shares**
  - Shares may be purchased from December 16, 2013 to December 15, 2014
  - Daily purchase maximum of 14,339 shares with one block purchase exemption allowed per week
  
- ▶ **140,178 shares purchased and canceled to date for \$280,075**
  - Last purchase April 16, 2014 for 7,100 shares @ \$2.00
  - New balance of 21.4M shares outstanding
  - Average price paid to date is \$2.00

# Private Banking, Global Investment Bank

5<sup>th</sup> largest global wealth management firm

**\$865B AUM**

**GLOBAL  
INVESTMENT  
BANK**

Multiple Geographies  
Across the UK

“We are very happy and your team has been the best vendor I have ever worked with. On top of this we have already had a successful rollout!”

– Head of Project Management,  
UK Private Banking Division of a  
Major Global Investment Bank



Deliver a modern, fully integrated advisor desktop platform to connect and integrate multiple front office systems



Standardize and optimize Know Your Client (KYC) and Anti-Money Laundering (AML) workflows and approval processes



Demonstrate compliance with evolving regulations across multiple systems and multiple geographies (London, Guernsey, and Gibraltar)



Integrate to existing custom security model, entitlements engine, corporate workflow platform, trading application



Go live to production in less than 3 months

## Streamline Regulatory Processes

# Canaccord Genuity

A Global Full Service Investment  
Bank

**\$800M Revenue**

**CANACCORD** Genuity

875 End-user Licenses



Fully integrated global client management and reporting platform delivering a **unified global customer experience** across Institutional Sales and Investment Banking



**Hosted, private cloud** solution meeting firm's exact requirements for integration, security, performance & scalability, and service level



Increase capital markets **revenue opportunities** through identification of most profitable relationships and new prospects with robust event management capability



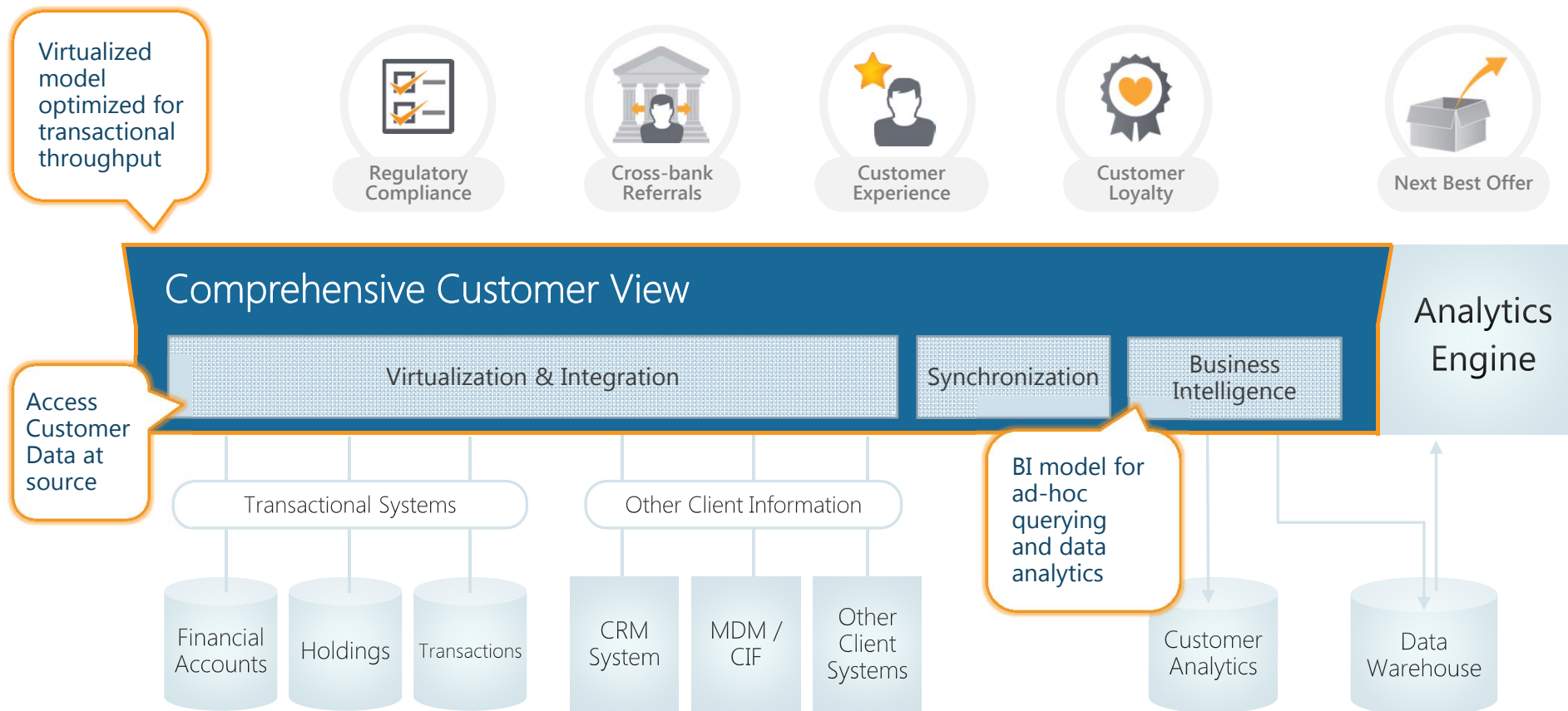
**Managed application services** delivers service level monitoring, regular system maintenance, system health checks, and application life cycle management

## Client Management & Reporting Across Global Operations



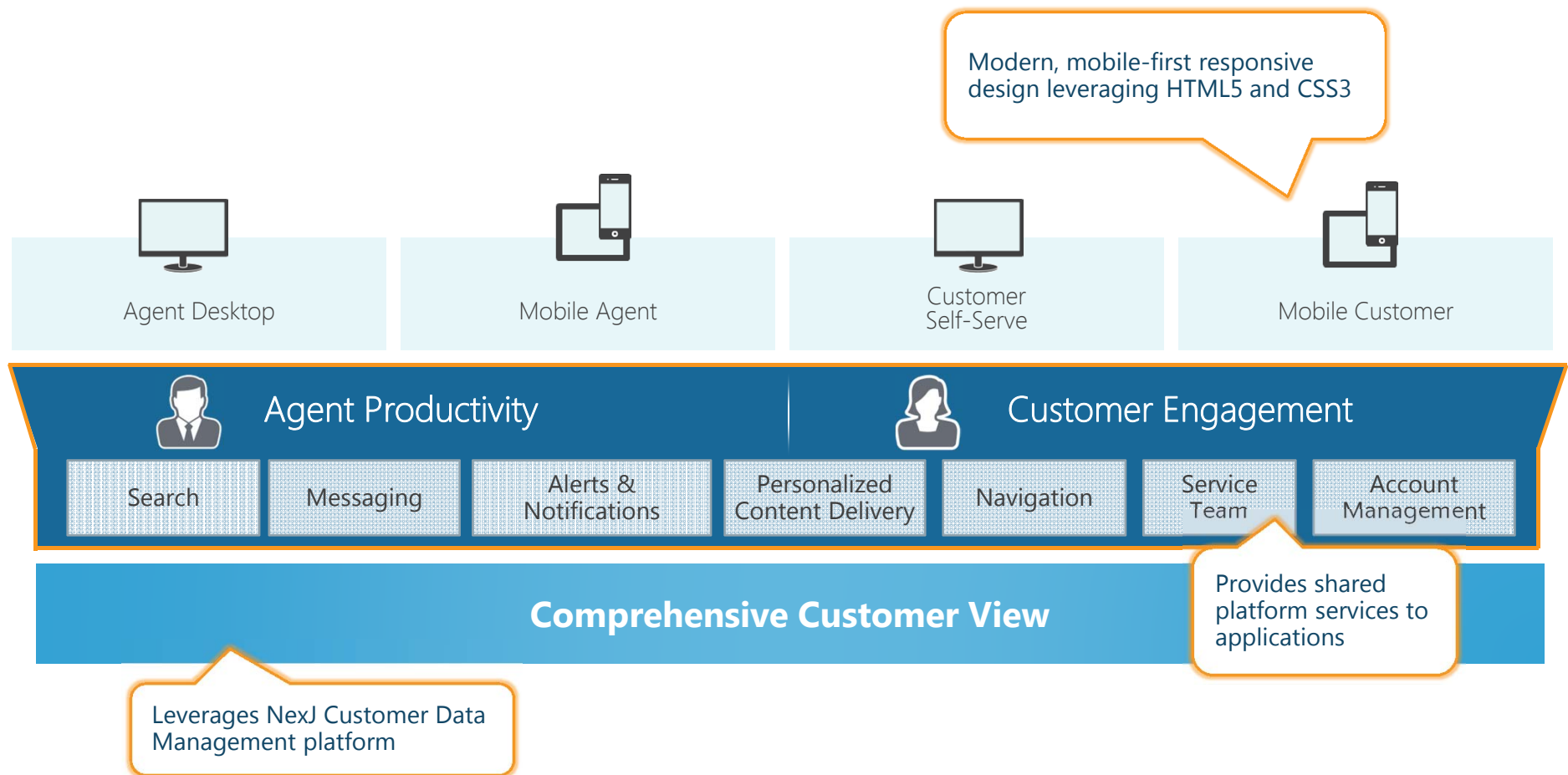
# NexJ Customer Data Management Platform

Comprehensive customer view without the need for replication & synchronization



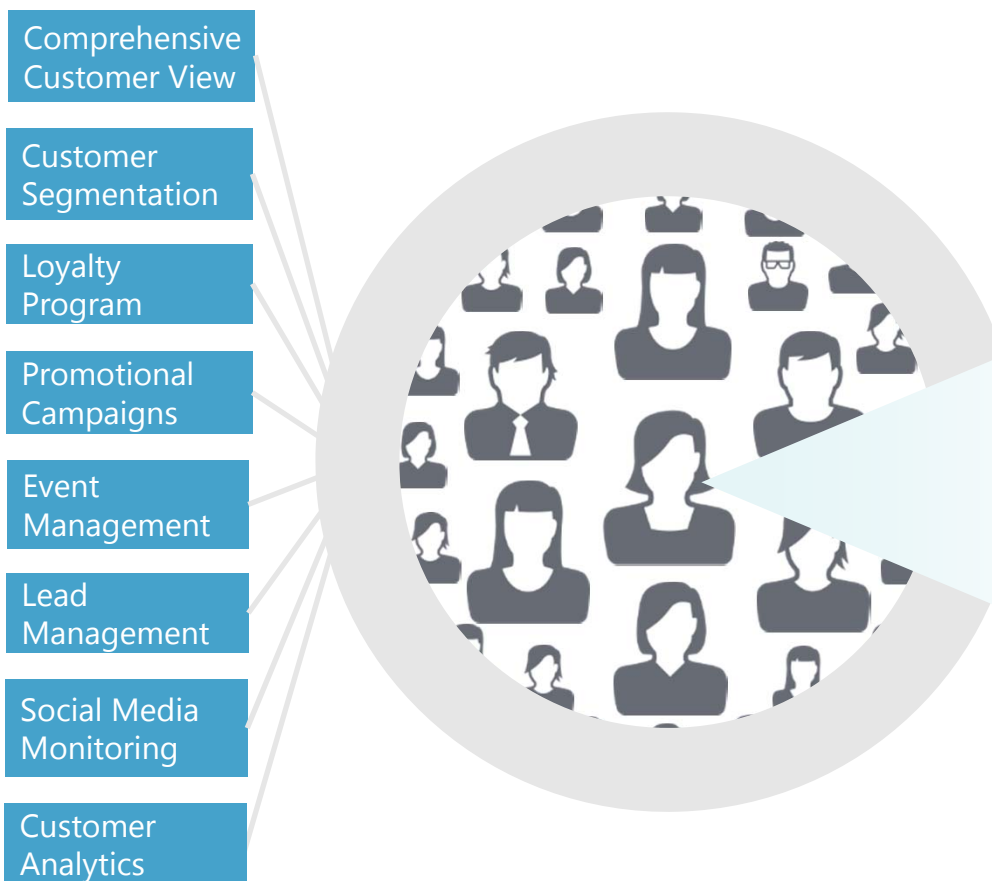
# NexJ User Experience Platform

Omni-channel CRM for Agents and Customers

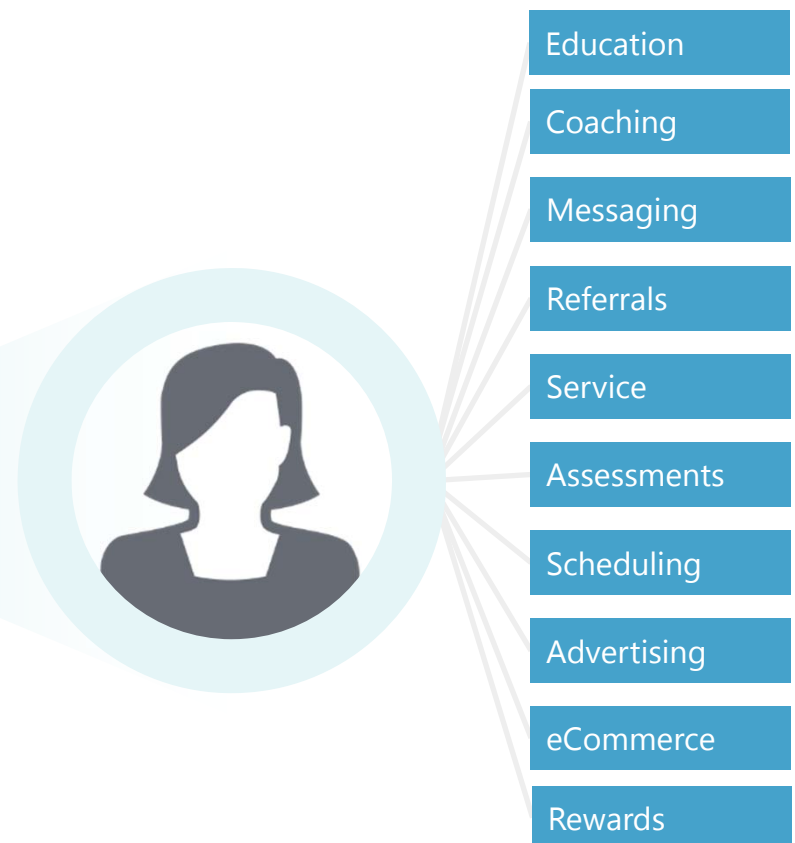


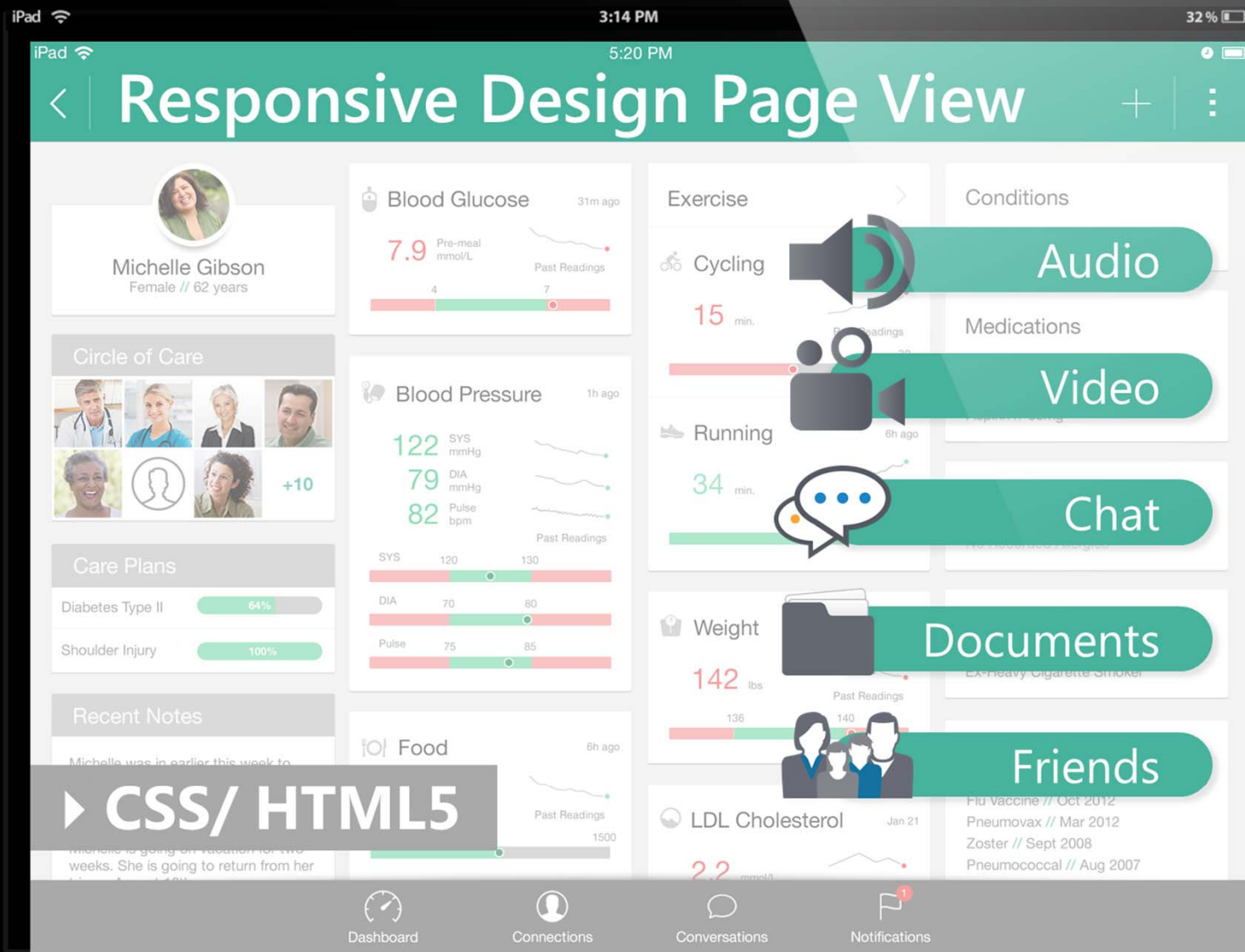
# Digital Customer Engagement

## Customer Relationship Management



## Customer Engagement Platform





# Corporate Banking

The screenshot displays the ANZ Corporate Banking software interface. The top navigation bar includes tabs for Home, Dashboards, Contacts, Schedule, Document Manager, Ad Hoc Reports, Configure, and Call Lists. The main content area is divided into several sections:

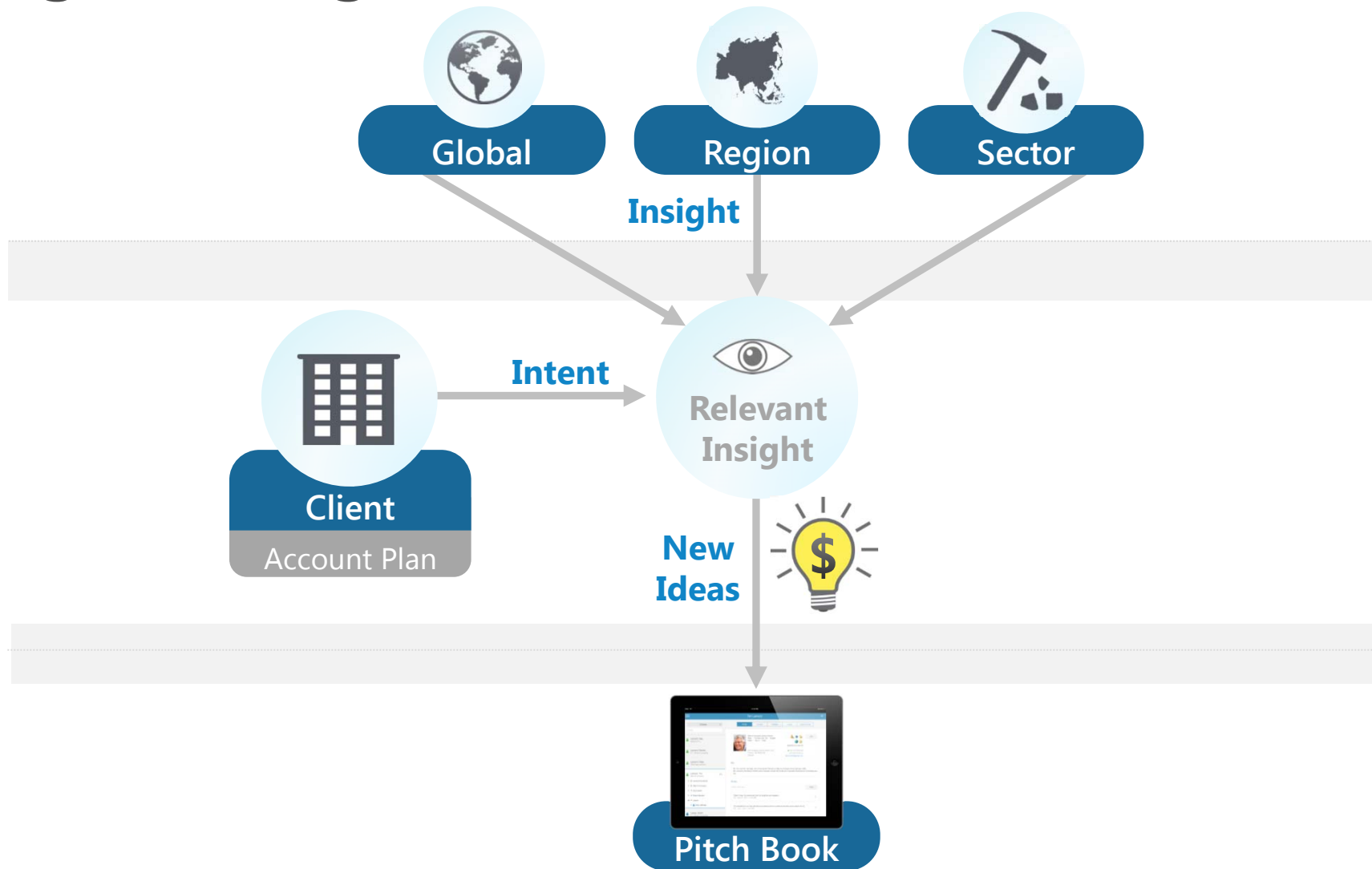
- Companies List:** A table showing a list of companies, with BHP Billiton Limited selected. The table has columns for Name and City.
- Company Details:** A detailed view of BHP Billiton Limited, including its logo, address (171 Collins Street Level 16, Melbourne, Victoria 3000, Australia), phone numbers (1300 55 47 57 (B), 61 3 9609 3015 (F)), and website (http://www.bhpbilliton.com).
- Client Insights:** A section showing various insights and documents, such as "NAB Global & Australian Forecast January 2014" and "Caged Tiger: Transformation ...". Each entry includes a title, date, time, and a "Create Opportunity" button.
- Tags and Service Model:** A section showing tags like "Australia", "Foreign Exchange", and "Interest Rates", and a "Service Model" table.

The "Service Model" table is as follows:

Touch Type	Interval	Target	Last Touch
Account Planning	Quarterly	Jul 11, 2014	Apr 11, 2014
KYC	Annually	Jan 30, 2015	Jan 25, 2014

The interface also includes a search bar, a view toggle, and a settings icon. The bottom status bar indicates the document was created on 3/7/2014 at 8:09 PM and edited on 3/23/2014 at 5:48 AM.

# Insight Selling

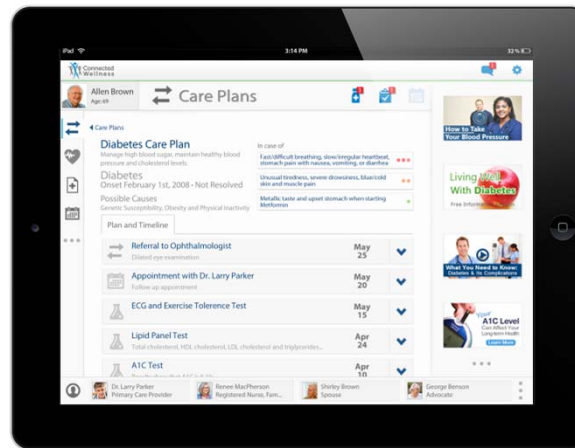
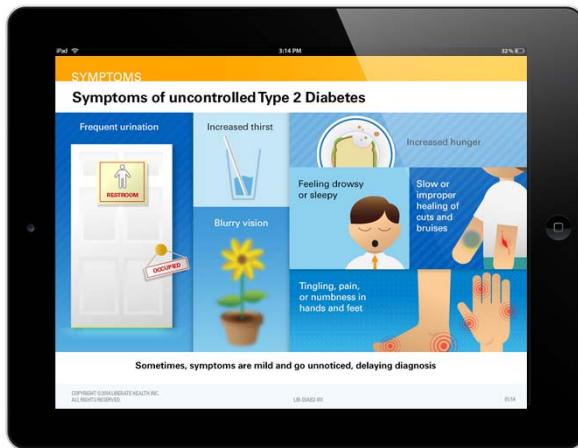


Insight-Driven Positions  
Result in New Opportunities



# Liberate Acquisition





**Educate**

- ▶ Point-Of-Care Education



**Collaborate**

- ▶ Patient-Friendly Care Plans



**Motivate**

- ▶ Personal Health Coaching

## Patient Activation



# Personal Health Coaching



## Sustainable Behavior Change

# Diet



## Food Journaling

# Exercise

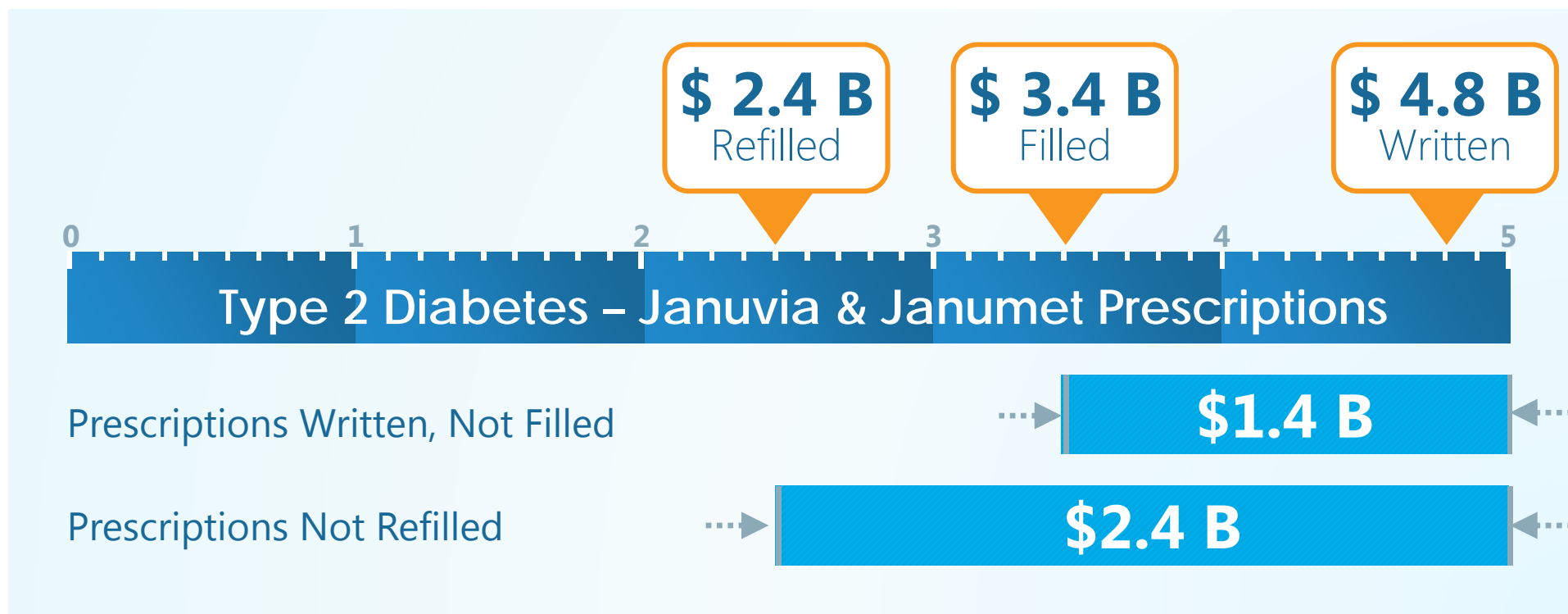


## Progress Charting

# Take Your Pill

## Assumptions

- ▶ 70% of prescriptions written are filled <sup>1</sup>
- ▶ 50% of people become non-adherent to their prescriptions<sup>2</sup>
- ▶ 30% of prescriptions filled are not re-filled<sup>3</sup>
- ▶ 2013 Januvia global sales: \$4,004 MM <sup>4</sup>
- ▶ 2013 Janumet global sales: \$1,829 MM <sup>4</sup>



## \$3.8 Billion Medication Adherence Opportunity

<sup>1</sup> Lee JK, et al. Effect of a pharmacy care program on medication adherence and persistence, blood pressure, and low-density lipoprotein cholesterol: a randomized controlled trial. JAMA 2006

<sup>2</sup> The 21st Century Intelligent Pharmacy Project. The Importance of Medication Adherence, A white paper released by the Center for Health Transformation's 21st Century Intelligent Pharmacy Project

<sup>3</sup> [http://www.talkaboutrx.org/documents/enhancing\\_prescription\\_medicine\\_adherence.pdf](http://www.talkaboutrx.org/documents/enhancing_prescription_medicine_adherence.pdf)

<sup>4</sup> Merck Annual Report, 2013

# Wellness for Wealth Management

Extend Client Lifespan by **1 year**

## Assumptions

\$1 Trillion AUM

\$500,000 per Customer

5% Asset Growth Rate

1% Fees

45% Prevalence of Chronic Disease



**\$530,250**



**\$477 B**

Retain Client Assets, Growth and Fees

# Why Customers Choose NexJ

## Industry Experts

- ▶ Domain expertise in
  - Financial Services
  - Insurance
  - Healthcare
- ▶ Tailored solutions for
  - Wealth Management
  - Corporate Banking
  - Insurance
  - Health & Wellness
- ▶ Large-scale, global implementations

## Technically Superior

- ▶ Designed to seamlessly integrate with existing enterprise systems
- ▶ Scalable to tens of thousands of users
- ▶ Rapidly tailored to unique and specific client needs

## Strategic Partner

- ▶ Responsive to our customer's needs
- ▶ Proven track record in partnering with industry leaders
- ▶ Committed to our customer's success
- ▶ The choice of global market leaders

Proven Vendor, Proven Solution

# Thank You

## Contact Us

▶ [www.nexj.com](http://www.nexj.com)

▶ [info@nexj.com](mailto:info@nexj.com)

## Connect with Us

